

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 01356 060827Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----011574 070504Z /65
R 060719Z APR 78
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 3475

UNCLAS STOCKHOLM 1356

E.O. 11652: N/A
TAGS: BEXP, SW
SUBJECT: ADS REQUEST - IADEC, INC., ALBANY, NY

REF: COMMERCE CD-144, 2/8/78

1. OF THE SWEDISH DISTRIBUTORS CONTACTED ON BEHALF OF THE
SUBJECT FIRM ONLY THE FOLLOWING HAS SO FAR SHOWN ANY
INTEREST:

2. SYNECTICS AB
KINGSGATAN 32
S-111 35 STOCKHOLM, SWEDEN
CONTACT: MR. ANDERS ESSEN-MOLLER, MANAGER
TELEPHONE: 08/11 01 24
TELEX: 17952 NORRCEN

3. MR. ESSEN-MOLLER IS INTERESTED IN THIS CARBOXIMETER, BUT
BEFORE DISCUSSING DISTRIBUTORSHIP, HE WOULD LIKE TO KNOW
MORE ABOUT THE MARKETING OF THIS INSTRUMENT IN THE US. HOW
SUCCESSFUL HAS IT BEEN? HE WOULD ALSO APPRECIATE HAVING
IADEC SUPPLYING TRADE REFERENCES.

4. SYNECTICS., WHICH WAS ESTABLISHED VERY RECENTLY,
HAS APPROXIMATELY 5 EMPLOYEES AND ANNUAL TURNOVER OF
ABOUT SKR 1 MILLION. MR. ESSEN-MOLLER WAS PREVIOUSLY
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EMPLOYED BY LANDSTINGENS INKOPSCENTRAL (LIC), A
CENTRAL PURCHASING ORGANIZATION FOR SWEDISH COUNTY
COUNCILS, WHICH PROVIDES MOST SWEDISH HOSPITALS AND
SIMILAR INSTITUTIONS WITH EQUIPMENT. HE WAS THE SALES
MANAGER FOR LIC'S DIVISION HANDLING SURGICAL AND MEDICAL
INSTRUMENTS, AND HAS A GOOD BUSINESS REPUTATION. SYNECTICS
REPRESENTS SEVERAL US AND JAPANESE MANUFACTURERS.

RECOMMEND TRADE CONTACT. HOWEVER, SINCE THE FIRM WAS
VER RECENTLY ESTABLISHED NORMAL BUSINESS PRECAUTIONS
SHOULD BE OBSERVED.
KENNEDY-MINOTT

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NNN

Message Attributes

Automatic Decaptioning: Z
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Copy: SINGLE
Draft Date: 06 apr 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STOCKH01356
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780150-0097
Format: TEL
From: STOCKHOLM
Handling Restrictions:
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780484/aaaactax.tel
Line Count: 66
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 90b5d4b4-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Handling Restrictions: ONLY
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SAS ID: 3049201
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST - IADEC, INC., ALBANY, NY
TAGS: BEXP, SW
To: COM
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/90b5d4b4-c288-dd11-92da-001cc4696bcc
Review Markings:
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